



D&B Express Report

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Business Information Report : Santanna Natural Gas Corp

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Business Summary

SANTANNA NATURAL GAS CORP	DUNS: 18-921-1121	RATING	3A2
SANTANNA ENERGY SERVICES			FORMERLY
	WHOL NATURAL GAS		2A3
6907 CAPITAL OF TEXAS HWY STE	SIC NO.	STARTED	1988
332	5172	SALES F	\$31,215,286
AND BRANCH(ES) OR DIVISION(S)		WORTH F	\$1,162,388
AUSTIN TX 78731		EMPLOYS	38 (14 HERE)
TEL: 512 346-2500		HISTORY	CLEAR
		FINANCIAL	
		CONDITION	GOOD
CHIEF EXECUTIVE: T WAYNE GATLIN, CHB-CEO-PRES		STATEMENT	
		DATE	DEC 31 2001

RATING CHANGE

Customer Service

If you have questions about this report, please call our Customer Resource Center at 1-800-234-3867 from anywhere within the U.S. If you are outside the U.S., contact your local D&B office.

*** Additional Decision Support Available ***

Additional D&B products, monitoring services and specialized investigations are available to help you evaluate this company or its industry. Call Dun & Bradstreet's Customer Resource Center at 1-800-234-3867 from anywhere within the U.S. or visit our website at www.dnb.com.

Summary Analysis

The Summary Analysis section reflects information in D&B's file as of June 24, 2002.

RATING SUMMARY

The Rating was changed on May 3, 2002 because D&B's analysis of the financial statement supports a higher Rating. The "3A" portion of the Rating (the Rating Classification) indicates that the company has a worth from \$1 million to \$10 million. The "2" on the right (Composite Credit Appraisal) indicates an overall "good" credit appraisal. This credit appraisal was assigned because the payment information in D&B's file indicates that this company's obligations are retired satisfactorily and because of D&B's "good" assessment of the company's December 31, 2001, fiscal financial statement.

Below is an overview of the company's D&B Rating(s) since 02/20/92:

RATING	DATE APPLIED
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3A2	05/03/02
2A3	12/04/01
2A4	08/01/01
2A3	04/30/01
1A2	03/31/00
3A2	04/09/98
2A2	08/18/97
3A1	04/20/94
2A2	04/16/93
1A2	02/20/92

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

The PAYDEX for this company is 79.

This PAYDEX score indicates that payments to suppliers average 2 days beyond terms, weighted by dollar amounts. When dollar amounts are not considered, approximately 96% of the company's payments are within terms.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	TOTAL RCV'D	TOTAL DOLLAR AMOUNTS	LARGEST HIGH CREDIT	% W/IN TERMS	DAYS SLOW			
					<31	31-60	61-90	91+
	#	\$	\$	%	%	%	%	%
Total in D&B's file	20	32,750	7,500					
Top 10 Industries:								
1 Telephone communictns	4	9,250	7,500	100	-	-	-	-
2 Short-trm busn credit	3	9,000	7,500	100	-	-	-	-
3 Nonclassified	3	1,600	1,000	100	-	-	-	-
4 Misc business credit	2	7,600	7,500	100	-	-	-	-
5 Ret-direct selling	1	2,500	2,500	100	-	-	-	-
6 Custom programming	1	1,000	1,000	50	-	-	-	50
7 Public finance	1	1,000	1,000	100	-	-	-	-
8 Whol office supplies	1	250	250	100	-	-	-	-
9 Ret mail-order house	1	250	250	100	-	-	-	-
10 Photocopying service	1	250	250	100	-	-	-	-
11 OTHER INDUSTRIES	2	50	50	100	-	-	-	-

Other Payment Categories:

Cash experiences	0	0	0
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for collection			
with D&B	0	0	
other	0	N/A	

The highest "Now Owes" on file is \$1,000

The highest "Past Due" on file is \$500

D&B receives over 315 million payment experiences each year. We enter these new and updated experiences into D&B Reports as this information is received.

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Payments

Antic - Anticipated (Payments received prior to date of invoice)
 Disc - Discounted (Payments received within trade discount period)
 Ppt - Prompt (Payments received within terms granted)

REPORTED	PAYING RECORD	HIGH CREDIT	NOW OWES	PAST DUE	SELLING TERMS	LAST SALE WITHIN
05/02	Ppt					
	Lease agreement					
	Ppt	7500	-0-	-0-		2-3 Mos
	Ppt	7500	-0-	-0-		4-5 Mos
	Ppt	7500	-0-	-0-		1 Mo
	Lease agreement					
	Ppt	2500	250	-0-	N30	1 Mo
	Ppt	750	-0-	-0-		6-12 Mos
	Ppt	500	-0-	-0-		4-5 Mos
	Ppt	500	250			
	Ppt	250	250	-0-	N30	1 Mo
04/02	Ppt	1000				2-3 Mos
	Ppt	1000	1000	-0-		
	Ppt	1000	250	-0-		1 Mo
	Ppt	500	50	-0-		1 Mo
	Ppt	250	-0-	-0-		4-5 Mos
	Ppt	100	-0-	-0-		6-12 Mos
03/02	Ppt	50	-0-	-0-	N30	6-12 Mos
	Ppt-Slow 120+	1000	500	500		2-3 Mos
02/02	Ppt	500	250	-0-		1 Mo
06/01	Ppt	250	-0-	-0-	N30	6-12 Mos
05/01	Ppt	100	-0-	-0-		6-12 Mos

Lease agreement

* Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

• Each experience shown represents a separate account reported by a supplier. Updated trade experiences replace those previously reported. Amounts may be rounded to nearest figure in prescribed ranges.

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Statement Update

05/03/02 Fiscal statement dated DEC 31 2001:

Cash	\$	2,099,940	Accts Pay	\$	4,385,201
Accts Rec		3,003,708	Taxes		3,439
			Benefits Payable		132,742

Curr Assets	5,103,648	Curr Liabs	4,521,382
Fixt & Equip	104,598	Notes Payable	285,717
Prepaid Natural		CAPITAL STOCK	3,000
Gas	761,241	ADDIT. PD.-IN CAP	382,268
		RETAINED EARNINGS	777,120

Total Assets	5,969,487	Total	5,969,487
Extent of audit, if any, not indicated.			

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Accounts receivable shown net less \$636,533 allowance. Fixed assets shown net less \$122,270 depreciation. Statements item explanations were not provided.

===== Finance

12/03/01

	Fiscal	Fiscal
	Dec 31 1998	Dec 31 1999
Curr Assets	2,027,465	2,267,491
Curr Liabs	1,246,537	1,647,826
Current Ratio	1.63	1.38
Working Capital	780,928	619,665
Other Assets	100,513	72,531
Worth	427,491	692,196
Sales	19,672,516	16,898,016
Long Term Liab	453,950	0
Net Profit (Loss)	107,352	265,735
Fiscal statement dated DEC 31 2000:		
Cash	\$ 2,654,142	Accts Pay \$ 4,647,313
Accts Rec	4,510,101	Notes Pay 282,599
		Deferred Revenue 428,955
		Taxes (5,340)
		Burner Tip R15
		Bank Distribution 599,718
		Total Benefits
		Payable 41,973
Curr Assets	7,164,243	Curr Liabs 5,995,218
Fixt & Equip	67,757	Total Notes
		Payable 365,364
		CAPITAL STOCK 3,000
		ADDIT. PD.-IN CAP 382,268
		TOTAL
		DISTRIBUTIONS (126,013)
		RETAINED EARNINGS 606,246
		CURRENT EARNINGS 5,917
Total Assets	7,232,000	Total 7,232,000

From JAN 01 2000 to DEC 31 2000 annual sales \$31,215,286; cost of goods sold \$27,317,469. Gross profit \$3,897,817; operating expenses \$4,148,826. Operating income \$(251,009); other income \$256,926. Net income \$5,917.
Statement received by mail NOV 30 2001. Extent of audit, if any, not indicated.

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Accounts receivable shown net less \$28,619 allowance. Fixed assets shown net less \$194,771 depreciation.

The financial information was received on November 30, 2001.

===== Public Filings

The following data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

• • • SUIT(S) * * *

CASE NO.: 97L 741

SUIT AMOUNT: \$200,000

PLAINTIFF: KOGEN ENTERPRISES

DEFENDANT: SANTANNA NATURAL GAS CORP

WHERE FILED: DU PAGE COUNTY CIRCUIT COURT, WHEATON, IL

STATUS: Pending

DATE STATUS ATTAINED: 07/14/1997

DATE FILED: 07/14/1997

LATEST INFO RECEIVED: 08/05/1997

On 10/28/97, Sean O'Brien, Controller, SANTANNA NATURAL GAS CORP, stated the

above suit is in dispute with the plaintiff and a counter-suit has been filed.

* * * UCC FILING(S) * * *

COLLATERAL: Accounts receivable and proceeds - Oil, gas and minerals and proceeds

FILING NO:	003901469	DATE FILED:	08/31/1998
TYPE:	Original	LATEST INFO RECEIVED:	10/02/1998
SEC. PARTY:	AQUILA ENERGY MARKETING CORP, OMAHA, NE	FILED WITH:	SECRETARY OF STATE/UCC DIVISION,
DEBTOR:	SANTANNA NATURAL GAS CORP		IL

COLLATERAL: Accounts receivable and proceeds - Oil, gas and minerals and proceeds - Equipment and proceeds

FILING NO:	003901468	DATE FILED:	08/31/1998
TYPE:	Original	LATEST INFO RECEIVED:	10/02/1998
SEC. PARTY:	J D SMITH & T WAYNE GATLIN, AUSTIN, TX	FILED WITH:	SECRETARY OF STATE/UCC DIVISION,
DEBTOR:	SANTANNA NATURAL GAS CORP		IL

COLLATERAL: Assets and proceeds - Account(s) and proceeds - General intangibles(s) and proceeds - Contract rights and proceeds - Chattel paper and proceeds

FILING NO:	00571038	DATE FILED:	08/25/2000
TYPE:	Original	LATEST INFO RECEIVED:	09/14/2000
SEC. PARTY:	MERRILL LYNCH BUSINESS FINANCIAL SERVICES INC., CHICAGO, IL	FILED WITH:	SECRETARY OF STATE/UCC DIVISION,
DEBTOR:	SANTANNA NATURAL GAS CORPORATION and OTHERS		TX

COLLATERAL: Oil, gas and minerals and proceeds

FILING NO:	98173951	DATE FILED:	08/26/1998
TYPE:	Original	LATEST INFO RECEIVED:	09/18/1998
SEC. PARTY:	AQUILA ENERGY MARKETING CORPORATION, OMAHA, NE	FILED WITH:	SECRETARY OF STATE/UCC DIVISION,
DEBTOR:	SANTANNA NATURAL GAS CORPORATION		TX

COLLATERAL: Business machinery/equipment

FILING NO:	98010875	DATE FILED:	01/16/1998
TYPE:	Original	LATEST INFO RECEIVED:	02/06/1998
SEC. PARTY:	IKON OFFICE SOLUTIONS, AUSTIN, TX	FILED WITH:	SECRETARY OF STATE/UCC DIVISION,
DEBTOR:	SANTANA NATURAL GAS		TX

FILING NO:	0200091589	DATE FILED:	11/09/2001
TYPE:	Amendment	LATEST INFO RECEIVED:	01/21/2002
SEC. PARTY:	AQUILA ENERGY MARKETING CORPORATION, OMAHA, NE	ORIG. UCC FILED:	08/26/1998
DEBTOR:	SANTANNA NATURAL GAS CORPORATION	ORIG. FILING NO:	9800173951
		FILED WITH:	SECRETARY OF STATE/UCC DIVISION, TX

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

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History

12/03/01

T WAYNE GATLIN, CHAIRMAN-CHIEF EXECUTIVE OFFICER-PRESIDENT	GREG RABAEY, EX VPRES-TECHNICAL
DIRECTOR(S): THE OFFICER(S)	

* * * CORPORATE AND BUSINESS REGISTRATIONS * * *
REPORTED BY THE SECRETARY OF STATE
OR OTHER OFFICIAL SOURCE AS OF 05/30/2002

REGISTERED NAME: SANTANNA NATURAL GAS CORPORATION

CORPORATION TYPE: PROFIT FILING DATE: 05/12/1988
BUSINESS TYPE: CORPORATION DURATION: PERPETUAL
REGISTRATION ID #: 0107672200

STATE OF ORGANIZATION (INCORPORATION): TEXAS
DATE OF ORGANIZATION (INCORPORATION) : 05/12/1988

STATUS: IN EXISTENCE

WHERE FILED: SECRETARY OF STATE, AUSTIN, TX

REGISTERED AGENT: C T CORP SYSTEM, 1021 MAIN STREET, STE. 1150,
HOUSTON, TX 77002

PRINCIPALS: J D SMITH, VICE PRESIDENT, 8518 FATHOM CIRCLE STE 103,
AUSTIN, TX 78750
T W GATLIN, PRESIDENT, 6907 CAPITAL OF TX HWY STE 332,
AUSTIN, TX 78731
J D SMITH, DIRECTOR, 8518 FATHOM CIRCLE STE 103, AUSTIN,
TX 78750
T W GATLIN, DIRECTOR, 6907 CAPITAL OF TX HWY STE 332,
AUSTIN, TX 78731

Business started May 1988 by T Wayne Gatlin, Thomas Cook, and Jesse Smith. 75.25% of capital stock is owned by T Wayne Gatlin. 19.72% of capital stock is owned by Doug Cueller. 5.03% of capital stock is owned by Greg Rabaey.

T WAYNE GATLIN born 1948. 1972 graduated from Mississippi State University, Starkville, MS. 1972-78 was with Shell Oil Co, New Orleans, LA as petroleum engineer. 1978-85 with Damson Oil in Houston, TX as senior production engineer. 1985-87 was with Pioneer Western, Tampa, FL as vice president; discontinued in a satisfactory manner. 1987-89 president of Resources Development & Marketing in Norman, OK discontinued successfully. 1988-present co-founded this business.

GREG RABAEY born 1961. 1996 to present active here. Worked as programmer and developer for eleven. Has PH.D in physics.

Affiliate: The following is related through common ownership and/or financial interest. Women's Natural Gas Corp, Austin, TX, started 1991. DUNS #18-177-2575. Operates as a wholesaler of natural gas. Intercompany relations: None reported by management.

Operation

12/03/01 Wholesales natural gas and electricity as a marketer (100%). The business does not maintain inventory. Services over 4,000 facilities. Terms are net 10 days. Has 10000 account(s). Sells to industrial concerns and end users. Territory : United States.
Nonseasonal.

EMPLOYEES: 38 which includes officer(s). 14 employed here.

FACILITIES: Rents 8,500 sq. ft. on 3rd floor of a multi story brick building.

LOCATION: Suburban business section on main highway.


BRANCHES: The business operates branch locations in Skaneateles, New York and Hinsdale, IL. Both locations operate as sales offices.

06-26 (2VD /001)

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